

ANDERSON EXHIBIT 18F

Manufacturer: **Roxane Laboratories (Continued)**

Effective: 1-1-97 - 12-31-99

Savings: **Up to 12% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Contract Net Sell
Dexamethasone	.5 mg	100	00054-4179-25	N/A	1039403	174467	\$ 3.57
Dexamethasone	.75 mg	100	00054-4180-25	N/A	1052901	380539	\$ 4.45
Dexamethasone	1.5 mg	100	00054-4182-25	N/A	1118652	380547	\$ 8.26
Dexamethasone	4 mg	100	00054-4184-25	N/A	1118686	174483	\$ 10.88
Azathioprine	50 mg	100	00054-4084-25	N/A	2431336	250821	\$ 87.72
Calcium Carb	1250 mg	100	00054-4120-25	N/A	1396415	174432	\$ 5.70
Chlorpromazine	100 mg	240 cn	00054-3146-58	N/A	1251016	217735	\$ 10.46
Dexamethasone	1 mg	100	00054-4181-25	N/A	1286756	281891	\$ 18.77
Dexamethasone	2 mg	100	00054-4183-25	N/A	1557255	307599	\$ 36.95
Dexamethasone	6 mg	100	00054-4186-25	N/A	1728948	217832	\$ 43.13
Digoxin	.05 mg	60 ml	00054-3192-46	N/A	1588474	620505	\$ 6.03

Leader Source

Purchases	Rebate %
5%	3%
10%	4%
15%	5%
Co-op Rebate	1%

This contract has both an off invoice and rebate portion. Off invoice prices are listed above. Leader stores can earn additional rebates (outlined above) based on their total LeaderSource purchases divided by the total Rx purchases (generic and branded) from Cardinal Health. An additional 1% rebate is awarded to all preferred stores based on co-op LeaderSource performance. If co-op percentage = 10%, each qualifying preferred customer receives an additional 1%.



Rx Advantage™



Manufacturer: **Roxane Laboratories (Continued)**

Effective: 1-1-97 - 12-31-99

Savings: **Up to 12% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Contract Net Sell
Diphenoxylt	2.5 mg	60 mlc	00054-3194-46	N/A	1286681	307688	\$ 4.87
Ipratropium	0.02%	30x2.5ml	00054-8402-13	N/A	2540771	254077	\$ 25.82
Ipratropium	0.02%	60x2.5ml	00054-8402-21	N/A	2717973	271797	\$ 51.65
Ipratropium	0.02%	25x2.5ml	00054-8402-11	N/A	2471654	365319	\$ 21.52
Lidocaine	4%	50 ml	0054-3505-47	N/A	1060078	386529	\$ 4.18
Lithium Carb	300 mg	1000	00054-4527-31	N/A	1268747	217778	\$ 44.54
Lorazepam	2 mg/ml	30 ml	00054-3532-44	N/A	1100502	755508	\$ 31.29
Propantheline	15 mg	100	00054-4721-25	N/A	1450907	281921	\$ 9.48
Saliva Sub		120 ml	00054-3769-50	N/A	1267129	241075	\$ 4.41
Sodium Polys SS	15 mg/ml	500 ss	00054-3805-63	N/A	1328236	293091	\$ 24.78
Thioridaz	100 mg	120 ml	00054-3861-50	N/A	1239870	360562	\$ 19.01

Leader Source

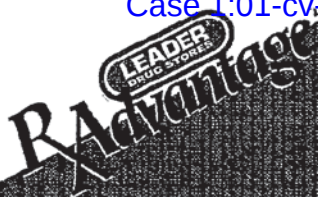
Purchases	Rebate %
5%	3%
10%	4%
15%	5%
Co-op Rebate	1%

This contract has both an off invoice and rebate portion. Off invoice prices are listed above. Leader stores can earn additional rebates (outlined above) based on their total LeaderSource purchases divided by the total Rx purchases (generic and branded) from Cardinal Health. An additional 1% rebate is awarded to all preferred stores based on co-op LeaderSource performance. If co-op percentage = 10%, each qualifying preferred customer receives an additional 1%.

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CH 055711

Manufacturer: **Roxane Laboratories (Continued)**

Effective: 1-1-97 - 12-31-99

Savings: **Up to 12% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Contract Net Sell
Meperidine Syrup	50 mg/5 mL	500	00054-3545-63	N/A	1044791	347337	\$ 1.02	\$ 42.71
Methadone Intensol	10 mg/mL	30	00054-3553-44	N/A	1591619	620491	\$ 0.04	\$ 18.01
Methadone Syrup	10 mg/5 mL	500	00054-3556-63	N/A	1363753	174556	\$ 0.10	\$ 42.71
Methadone Syrup	5 mg/5mL	500	00054-3555-63	N/A	1225846	070238	\$ 0.86	\$ 24.67
Methadone Tab	5 mg	100	00054-4570-25	N/A	1380542	217840	\$ 0.02	\$ 7.10
Codeine PO4 Soln	15 mg/5mL	500	00054-3161-63	N/A	1259100	174459	\$ -	\$ 27.67
Codeine Sulf	30 mg	100	00054-4156-25	N/A	1088251	174033	\$ -	\$ 26.79
Codeine Sulf	60 mg	100	00054-4157-25	N/A	1416130	251321	\$ -	\$ 49.55
Hydromorphone HCL	2 mg	100	00054-4392-25	N/A	1239995	360244	\$ 0.40	\$ 16.79
Hydromorphone HCL	4 mg	100	00054-4394-25	N/A	1240001	360295	\$ 2.94	\$ 30.82

Leader Source

Purchases	Rebate %
5%	3%
10%	4%
15%	5%
Co-op Rebate	1%

This contract has both an off invoice and rebate portion. Off invoice prices are listed above. Leader stores can earn additional rebates (outlined above) based on their total LeaderSource purchases divided by the total Rx purchases (generic and branded) from Cardinal Health. An additional 1% rebate is awarded to all preferred stores based on co-op LeaderSource performance. If co-op percentage = 10%, each qualifying preferred customer receives an additional 1%.

LEADER
DRUG STORES

R Advantage™

Manufacturer: **Savage Laboratories**

Effective: 1-1-99 - 12-31-99

Savings: **36% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cost Savings	Contract Net Sell
Kaochlor-SF	10%	480 mL	00281-3093-51	N/A	1302520	002674	\$ 1.03	\$ 1.33

Kaochlor-SF Example;

Purchase Kaochlor-SF at a 36% discount off of normal prices.

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CH 055713



Manufacturer: **Savage Laboratories**
 Savings: **Up \$2.42 per bottle Rebate**

Effective: 1-1-99 - 9-30-99

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Tympagesic	13 mL	N/A	00281-7363-39	Auralgan Otic & Americaine Otic	1153543	003034

**Percentage of Incremental Bottles
Over 1997/1998 Baseline**

10%
20%
30%
40%
50%

**Rebate
Payout**

\$1.21 per incremental bottle
 \$1.51 per incremental bottle
 \$1.81 per incremental bottle
 \$2.12 per incremental bottle
 \$2.42 per incremental bottle

Tympagesic Profit Analysis

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Tympagesic	13 mL	\$15.17	\$12.13	\$13.35	\$9.95	\$3.40

Tympagesic Example:

Receive a \$2.42 rebate on all incremental purchases of Tympagesic above the same quarter in the previous year.

**Contract Net Sell if increase above baseline for Leader as a whole increases by 50%.

Pharmacist Action Steps:

Work with physician to ensure preferred item is dispensed.



Manufacturer: Schering Laboratories

Effective: 7-1-97 - 12-31-99

Savings: Up to 8.1% Rebate

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
*Normodyne Tablet	100 mg	100	00085-0244-04	Inderal	1075647	266086
Normodyne Tablet	100 mg	500	00085-0244-05	Inderal	1075852	271128
*Normodyne Tablet	200 mg	100	00085-0752-04	Inderal	1344498	078166
Normodyne Tablet	200 mg	500	00085-0752-05	Inderal	1036441	259993
Normodyne Tablet	300 mg	100	00085-0438-03	Inderal	1344514	078190
Normodyne Tablet	300 mg	500	00085-0438-05	Inderal	1156918	260002
Normodyne Tablet	5 mg/ml	20 mL	00085-0362-07	Inderal	1096551	446912
Normodyne Tablet	5 mg/ml	40 mL	00085-0362-06	Inderal	1424332	512834
Normodyne Tablet	5 mg/ml	4 mL	00085-0362-08	Inderal	1528371	599794
Normodyne Tablet	5 mg/ml	8 mL	00085-0362-09	Inderal	1528363	599808

Normodyne Market Share

Baseline Market Share 65.10%

+5%
+6%
+7%
+8%
+9%
+10%
+11%
+12%
+13%
+14%
+15%

Rebate

1.90%
2.50%
3.00%
3.60%
4.20%
4.80%
5.50%
6.10%
6.80%
7.50%
8.10%

Example:

Leader stores as a whole must have a minimum of 5% growth in market share plus growth in units to receive a rebate.

* If you are a member of Cardinal Health's Profit Pak program, this product will be filled as a Profit Pak item.

Rebates are calculated for Leader as a group.

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CH 055715

Manufacturer: **Schering Laboratories**

Effective: 7-1-97 - 12-31-99

Savings: **Up to 2.07% Rebate**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Vanceril	42 mcg	16.8 gr	00085-0736-04	Beclovent	1306414	078719

Vanceril Market Share**Rebate**

Baseline Market Share

65.50%

+5%	0.36%
+6%	0.45%
+7%	0.54%
+8%	0.72%
+9%	0.90%
+10%	1.08%
+11%	1.26%
+12%	1.44%
+13%	1.62%
+14%	1.89%
+15%	2.07%

Leader stores as a whole must have a minimum of 5% market share growth and growth in units to receive a rebate.

Rebates are calculated for Leader as a group.

Manufacturer: **Schering Laboratories (Continued)**

Effective: 1-1-98 - 12-31-99

Savings: **Up to 1.17% Rebate**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Proventil HFA			00085-1132-01	Proventil & Ventolin	2529923	556025

Proventil HFA Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell*	Profit Per Unit
Proventil HFA	17 grams	\$27.32	\$22.77	\$24.04	\$22.96	\$0.83
Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Ventolin Inhaler	17 grams	\$27.92	\$23.27	\$24.57	\$23.74	\$0.83

Pharmacist Action Steps:

Work with physician and patient to ensure preferred item is dispensed.

* Contract net sell after rebate if a 1.17% rebate is earned.

Leader stores as a whole must have a minimum of 5% growth in market share plus growth in units to receive a rebate.

Rebates are calculated for Leader as a group.

Proventil Market Share

Baseline Market Share 56.10%

Rebate
+5%
+6%
+7%
+8%
+9%
+10%
+11%
+12%
+13%
+14%
+15%

Rebate

0.18%
0.27%
0.31%
0.40%
0.49%
0.58%
0.72%
0.81%
0.94%
1.03%
1.17%

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CH 055717



Manufacturer: **Upsher-Smith Laboratories**

Savings: **Up to 34% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Contract Net Sell
Klor-Con	10 mEq	100	00245-0041-11	Ten-K, K-Tab, Klotrix	1092246	438936	\$ 2.27	\$ 6.97
Klor-Con	10mEq	500	00245-0041-15	K-Tab	1092147	438944	\$ 14.13	\$ 27.77
Klor-Con	8 mEq	100	00245-0040-11	Slow-K	1092527	438901	\$ 0.61	\$ 6.28
Klor-Con	8mEq	500	00245-0040-15	Slow-K	1092253	438928	\$ 7.63	\$ 24.54

Key Facts:

- Has undergone the same rigorous testing as other brands.
- Outstanding supply record to avoid costly "out-of-stocks".

Klor-Con Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Klor-Con 10 mEq	100	\$18.17	\$9.06	\$15.99	\$6.97	

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
K-Tab	100	\$39.39	\$31.51	\$34.66	\$32.14	\$2.52

Klor-Con Example:

Purchase products at a 20% discount off of normal prices.

Pricing Subject to Change



Manufacturer: **Upsher-Smith Laboratories**

Savings: **22% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Contract Net Sell
Pacerone	200 mg	60	00245-0147-60	Cordarone	2756641	275664	\$ 17.52	\$ 63.70
Pacerone	200 mg	10 x 10ud	00245-0147-01	Cordarone	275667	275667	\$ 26.87	\$ 104.19

Key Facts:

- AB rated to Cordarone and recognized by the FDA as a fully substitutable product
- 50% less than Cordarone

Pacerone Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Pacerone 200mg	60	\$183.56	\$79.63	\$161.53	\$63.70	\$77.85

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Cordarone 200mg	60	\$203.96	\$163.17	\$179.48	\$166.43	\$13.05

Pacerone Example:

Receive 5% off invoice on every day purchases.



Manufacturer: **Wyeth-Ayerst**
Savings: **Up to 4% Rebate***

Effective: 4-1-98 - 3-31-01

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Premarin Tabs	0.3 mg	100	00046-0868-81	HRT Products	1124478	008567
Premarin Tabs	0.3 mg	1000	00046-0868-91	HRT Products	1007723	008575
Premarin Tabs	0.625 mg	100	00046-0867-81	HRT Products	1200864	841331
Premarin Tabs	0.625 mg	1000	00046-0867-91	HRT Products	1095751	008559
Premarin Tabs	0.625 mg	5000	00046-0867-95	HRT Products	1049535	433683
Premarin Tabs	0.625 mg	100 UD	00046-0867-99	HRT Products	1005461	154903
Premarin Tabs	0.9 mg	100	00046-0864-81	HRT Products	1285857	008591
Premarin Tabs	1.25 mg	100	00046-0866-81	HRT Products	1538362	841340
Premarin Tabs	1.25 mg	1000	00046-0866-91	HRT Products	1124452	008524
Premarin Tabs	1.25 mg	5000	00046-0866-95	HRT Products	1049451	433691
Premarin Tabs	1.25 mg	100 UD	00046-0866-99	HRT Products	0120062	116416
Premarin Tabs	2.5 mg	100	00046-0865-81	HRT Products	1669282	902500
Premarin Tabs	2.5 mg	1000	00046-0865-91	HRT Products	1326693	008494
Premphase	0.625mg/5mg	3 cartons	00046-2573-02	HRT Products	2412815	163937
Premphase	0.625mg/2.5mg	3x(2x14)	00046-0875-02	HRT Products	2412807	163953

<Baseline Market Share		
To 2.49%	Above Baseline	0
2.5% - 2.99%	Above Baseline	1.25%
3.0% - 3.49%	Above Baseline	1.75%
3.5% - 3.99%	Above Baseline	2.50%
4.0% - 4.99%	Above Baseline	3.25%
≥ 5.0%	Above Baseline	4.00%

* Rebate will be received as an off invoice starting in October of 1998.

** This rebate is being tracked by NDC.

Each Leader member must sign an agreement to be eligible, if you have not done so, please contact your sales consultant.

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RA Advantage™



Manufacturer: Upsher-Smith Laboratories

Savings: 22% Off Invoice

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Unit Sales Price	Contract Net Sell
Pacerone	200 mg	60	00245-0147-60	Cordarone	2756641	275664	\$ 175.52	\$ 63.70
Pacerone	200 mg	10 x 10ud	00245-0147-01	Cordarone	275667	275667	\$ 286.63	\$ 104.19

Key Facts:

- AB rated to Cordarone and recognized by the FDA as a fully substitutable product
- 50% less than Cordarone

Pacerone Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Pacerone 200mg	60	\$183.56	\$79.63	\$161.53	\$63.70	\$22.23

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Cordarone 200mg	60	\$203.96	\$163.17	\$179.48	\$166.43	\$13.05

Pacerone Example:

Receive 5% off invoice on every day purchases.

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CH 055721